

METRO LAYER 2.

Product Description:

- E- line: It's a metro connection normally referred to as POINT to POINT connection as "A" see "B"
- E-Tree: It's a metro connection referred to as HUB and SPOKE. All services have to pass through the head office/central point before going to the destination.
- E- LAN: It's a metro connection referred to as MULTI POINT to MULTI POINT. Each site can communicate with each other without having to pass via the head office. All sites are sitting on one logical LAN.

Key Value Drivers/Benefits: layer 2

- More secure
- Cost effective as compared to frame relay. Allows multiple services e.g. VoIP, data & video
- Scalable solution as the network uses Ethernet
- Allows sharing of resources from a central point

Target Market:

- Medium Enterprises
- Large enterprises

Price/Tariff sampling:

Layer 2 - E line

Bandwidth	1-year contract	2-year contract	3-year contract	5-year contract
512Kps	1,199.33	1,151.08	1,062.23	981.00
1Mbps	1,625.00	1,563.88	1,389.65	1,319.06
2Mbps	2,049.88	1,968.20	1,833.41	1,711.88

4Mbps	2,751.17	2,627.25	2,516.91	2,538.02
5Mbps	3,081.44	2,956.77	2,832.11	2,828.46
10Mbps	4,465.77	4,450.37	4,100.56	4,009.66